

Working with your Utility

The utility company is one of the most important partners in your fleet electrification journey. It is important to work with your utility early in the process so they can help you understand your electricity costs and ensure your electrical service can handle additional load at the site.

GETTING STARTED

Where to start

- Your electric utility needs to be part of your project team, so how can you build a relationship with them — [starting now?](#)
- Tell your electric utility (or utilities, if applicable) that you're considering electrifying your fleet and that you'll be able to give them more information about energy needs (including geographic specifics) after your fleet conducts a feasibility assessment, as described in [Phase 2, Step 3](#).

Building the team

- Identify relevant key roles at your utility. For example, does your utility have a designated fleet liaison or programs that are designed for electric fleets?
- Identify roles and departments within your company that already work with your utility. Bring them onto the project to ensure alignment early in the process.
 - Does your company already have a utility liaison? Talk with that person about how they can support the fleet electrification process. [See Phase 1, Step 1 "Things to Consider" for more.](#)
 - Other internal team members that already engage with the utility may include facilities managers and personnel within the finance department, and a utility liaison. See [Phase 1, Step 2 "Things to Do"](#) for guidance and a list of stakeholders.

Key considerations

- Managing timelines is an important part of your fleet electrification journey. Some key milestones require coordination with your utility.
 - Work with your utility to establish a timeline for infrastructure and service upgrades to be completed. Make sure this aligns with other timelines, including permitting with your local government, delivery of vehicles, delivery and installation of electric vehicle supply equipment (EVSE).
 - [Coordinate with your utility and EVSE supplier](#) to ensure that charging stations will be up and running before vehicles are delivered.

Working with your Utility (continued)

- Ask your utility if they have a Make Ready program that can lower the cost of electrical infrastructure buildout. Be sure to ask what requirements the utility has for Make Ready projects.
- The rate structure you select can have a substantial impact on the cost of fueling your EVs. Talk with your utility to understand your options and determine the best rate structure — the one that will provide the greatest cost savings — for your fleet. See this fact sheet for details and read more in [Phase 2, Step 3](#).
 - This should include working with your utility to understand demand charges, how they impact your fleet, and how to mitigate any potentially negative impacts.

WORKING WITH YOUR UTILITY

Site assessments and planning

- How much capacity can your site handle? You'll be discussing this and the implications with your utility to determine whether you need to build out new infrastructure.
 - [Work with your utility](#) to determine if your site currently has enough energy infrastructure to support the increased demand and how to accommodate the increased demand if new infrastructure is necessary.
 - Plan infrastructure for your future needs, not just current or short-term needs. Building infrastructure to meet your fleet's future charging needs can avoid future costs as you expand your fleet in coming years. [See Phase 2, Step 4 "Things to Consider."](#)
 - [Check if any of the changes to your site or energy infrastructure will require permits](#). Verify the correct jurisdiction for your facility and obtain permits. Gather information about the timelines and requirements for any necessary permits.
- Work with your utility to ensure you select the correct charging infrastructure.
 - Where will you install charging infrastructure? You may reduce the cost of building infrastructure by locating charging equipment near existing electrical service. [See Phase 1, Step 2 "Things to Consider" for more](#).
 - [Are there purchasing requirements or restrictions for charging equipment?](#) Does your utility have a pre-approved list of charging stations, power inverters, etc.?
- Managing timelines is an important part of your fleet electrification journey. Some key milestones require coordination with your utility.
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Working with your Utility (continued)

- Discuss the results of your fleet’s feasibility assessment with your utility. You will conduct an analysis of your fleet to determine which vehicles, routes and duty cycles are feasible for electrification in Phase 2 Step 3.
- [Assess how to manage demand and do a final calculation](#) of the amount of load your fleet will require from the electric grid. It’s critical to get this right (see the Step 4 resources for guidance).
 - See the “Benefits” tab for strategies to manage demand.
 - Consult a guide for calculating the electricity demand of your fleet. [See Phase 2, Step 4 “Resources.”](#)

BENEFITS

Improve the business case for electrification

- When you review and refine your fleet’s total cost of ownership (TCO), [remember to factor in utility rates and policies](#). Utility rates and incentives can impact your TCO in significant ways.
 - [Be sure to check with your utility](#) to see if any incentives are available for electrification.
- Your utility may have a Make Ready program that can lower the cost of electrical infrastructure buildout. Be sure to ask what requirements the utility has for Make Ready projects.
- The rate structure you select can have a substantial impact on the cost of fueling your EVs. Talk with your utility to determine the best rate structure for your fleet; this may include demand charge alternatives and load management techniques, which may reduce your electricity costs. Use managed charging to strategically charge vehicles when electricity costs are lowest and minimize peak electricity draw. Read more in Phase 2 Step 3. See these resources:
 - Examples of good rate structures [See Phase 1, Step 2 “Resources.”](#)
 - How does electricity pricing affect fleet electrification? [See Phase 1, Step 2 “Resources.”](#)
 - Smart pricing principles for charging electric trucks and buses [See Phase 2, Step 3 “Resources.”](#)
- [Check with your utility](#) to see if any incentives are available for electrification.
- How does electrification support your company’s sustainability goals? Your utility may have resources to assist as you calculate your emissions reduction estimates. This will help you illustrate how electrification supports your company’s sustainability goals.



Work with your utility to determine what Distributed Energy Resources (DERs) are feasible for your fleet operations and facility.

- DERs include on-site solar, battery storage and vehicle-to-grid (V2G) technologies.
- DERs can ensure your fleet has power security — access to electricity to fuel your vehicles in the event of service interruptions.
- DERs can reduce infrastructure buildout costs. [Speak with your utility](#) about how on-site solar or managed charging and storage could minimize or remove the need for a utility grid buildout plan.
- Pairing solar or battery storage with managed charging can reduce your electricity costs.
Consider installing distributed energy resources such as solar or battery storage to contribute to peak shaving
- and help control your electricity costs. [See Phase 2, Step 4 “Things to Consider.”](#)

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